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THE Publishers' Weekly
The American Book Trade Journal

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VOL. XCV NEW YORK, MAY 31, 1919 No. 22

MORE E. K. MEANS

By the author of

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A new volume of E. K. Means' delightful stories of that strange blending of humor and pathos—the Louisiana negro. All our amusing old friends—"Revun" Vinegar Atts, Figger Bush, Hitch Diamond, Skeeter Butts, Colonel Tom Gaitskill, Sheriff Flournoy—are in this second volume; and we are pleased to meet de 'quaintance of some equally interesting and adventuresome new ones.

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There is no use to try to describe a big book like this in a few lines. Watch the publisher's advertising and also the bookstore counters. You will have to read it eventually—why not now? Published by the Bobbs-Merrill Company, *Saint Louis Times.*

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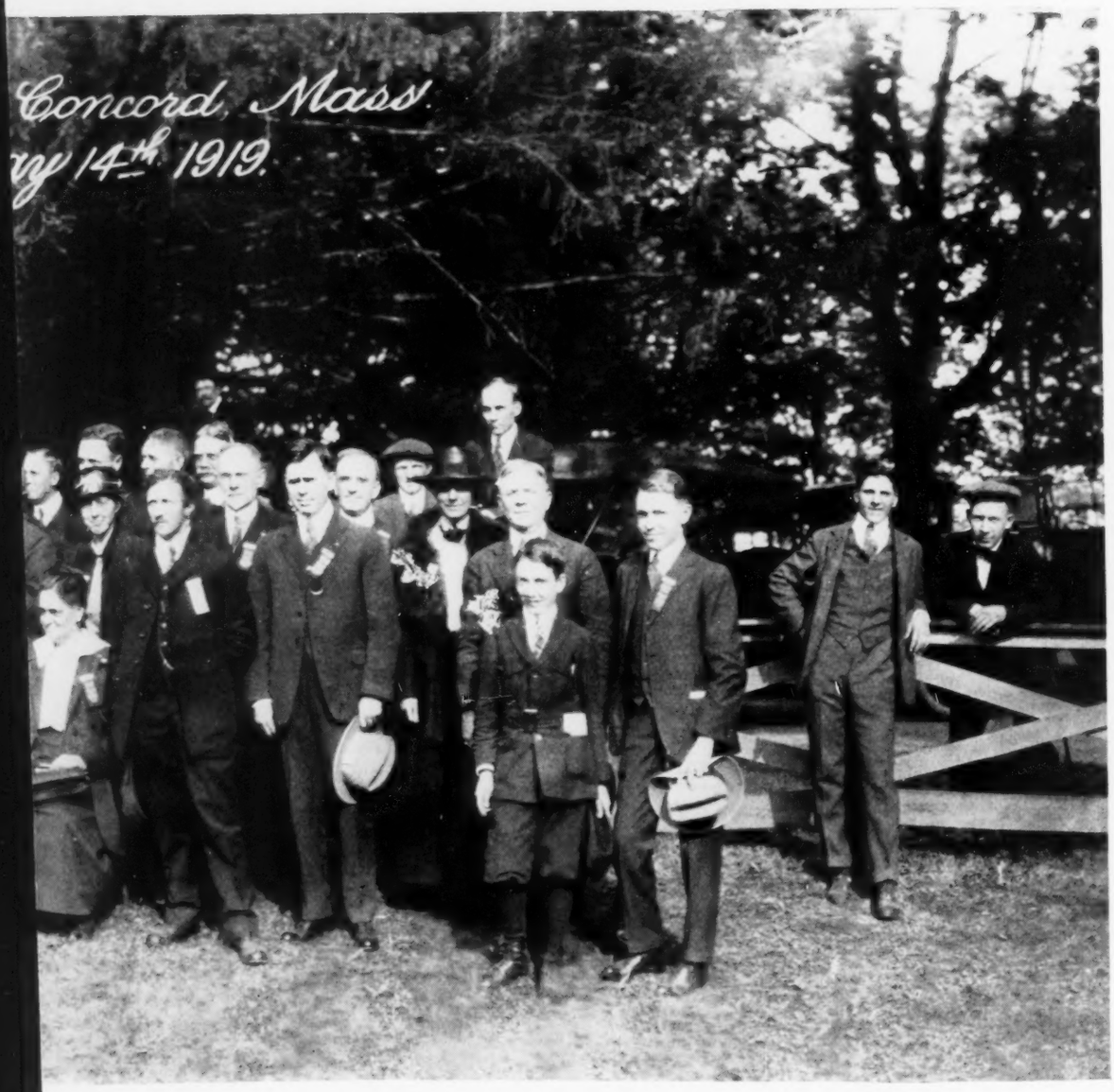
THAT PERFECT AFTERNOON AT CONCORD—THE BOO

Little, Brown & Co., acting as hosts, served a bounteous collation in a tent at the left, afte

THE BOOKSELLERS AT THE HOME OF THE ALCOTTS

e left, after Houghton Mifflin had brought the large party out over the hills in the big cars.


Concord, Mass.
14th 1919.

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

May 31, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Women and the Book-trade

THE notably successful banquet of the Women's National Book Association at the Aldine Club last Tuesday served to bring to mind again the important influence that women have in directing the reading habits of the country, an influence that should be carefully taken into consideration in all efforts to increase the amount and improve the direction of book consumption.

Everyone of us has found his way into the world of reading with woman's aid, that of mother or teacher. Upon the basis of this beginning the library with women at the desk stands ready to develop and broaden the reading habit. Men may plan the books, build the books and travel the country in the interest of books, but it is probably safe to say that three out of four of the retail purchases made will be made thru women retail salesemen, women department managers, or thru the women managers of the small new shops. At that very precious point of contact between the creation of the author and the ultimate user, the woman is strongly entrenched and seems likely to increase her representation.

This is not said as a new tribute to women or for the sake of bestirring the men. There could certainly be no field where women can be more happily and advantageously at work in contributing their share to the world's work. But in any constructive effort to improve the conditions of the handling of books, woman psychology and woman viewpoints must be given more adequate representation and, on their side, women entering this field must see that it opens out for them places of influence to which they must bring their most conscientiously prepared contributions.

In publishing office, in retailing fields, in joint committees for forwarding new plans, the help of the women is fundamentally important; their views are needed in the councils. Such an organization as the Women's National Book Association will help to develop leaders. It should indeed try to be national in scope, and influence and to enrich and strengthen the contributions which women make to better American bookselling.

Ethics of Publishing

ONE of the important bi-products of trade committees and co-operative work is the raising of business standards by better mutual appreciation among competitors. It has always been found that when a group of retailers get together in their home city, misunderstandings about the sharp practices which a competitor is said to have been putting over, disappear. The personal acquaintance with that competitor wipes out suspicions and encourages fair dealing. No retailer wishes to be guilty of sharp trade practice and then face the party who is injured over a luncheon table at next month's meeting.

If this is so in retailing, it is also so in publishing circles where standards of trade ethics need as careful and steady support as in any other business. The commodity in which publishers deal comes from the creative brains of independent workers. There are only a limited number of such producers in the country, and competition for that product must unavoidably be keen. This is as it should be, if authors are to obtain the full value for their creative work.

At the same time, there is always the danger of too desperate competition, which may raise prices on manuscripts to a sudden pinnacle, only to see them drop below former standards, and with ultimate loss to the author as well as the breaking of helpful relations. If a prosperous season is now before the publishers, competition is likely to become more and more keen, so that it is not out of place to sound the warning at this time.

No one can say at what point competition between book publishers should cease, but it might perhaps be laid down as a good rule that any competition which would leave the aggressor still able to meet the other party on a perfectly frank and friendly basis around tables of business discussion, is within the bounds of good business practice. Any competition that would make such renewal of friendly contact impossible has passed the bounds of good trade ethics. The more co-

operation there is in the book-trade the better. Not the least valuable product of such contact is this unavoidable influence on business standards.

Stand by the Scouts

The Boy Scout movement has given organized boyhood a place alongside the Red Cross and other great organizations as a national institution. Like them, it also is to have a general nation-wide campaign, for by a recent proclamation of President Wilson the week beginning Sunday, June 8th, and continuing thru to Flag Day, June 14th, has been declared Boy Scout Week.

The first objective of the campaign is to secure 1,000,000 associate members for the National Council, Boy Scouts of America, as an assurance of enlarged usefulness. It will be the first nation-wide appeal on a comprehensive plan for the support of this movement, as scouting hitherto has been developed and operated largely on a self-supporting basis. It is expected that besides the financial support which the new membership will give the organization, many associate members will volunteer as scoutmasters and a greater interest will be aroused in the varied activities of scout life.

Citizens' local committees appointed thru Mr. McAdoo, chairman of the Citizens' National Committee, will carry on the intensive work of the campaign, but no single agency in a community can render greater service to Boy Scout Week than can the bookseller in his opportunity to appeal directly to the parents. By getting in touch with the scout executives, an enterprising bookseller can get them to co-operate in arranging a window display. Camping paraphernalia and photographs can be exhibited and with them can be featured not only Boy Scout books, but outdoor books in general—books on camping, woodcraft, nature study, etc.

The slogan of the campaign is to be "Invest a dollar in boyhood to build manhood"; why not improve on the slogan and make it "Invest dollars in boyhood to build better manhood"? By doing everything possible to help carry out such a plan, the bookseller will not only realize an increased sale of books, but will also assist in helping to make a big national success of Boy Scout Week.

A Notable Banquet

One of the most successful gatherings that the New York book-trade has seen was held at the Aldine Club Tuesday evening, May 27th, when over one hundred and fifty members and guests of the Women's National Book Association enjoyed the Second Annual Banquet.

The speaking was of a notably high order and aroused continuous appreciation and applause. Fannie Hurst, the famous short-story writer, made a very friendly humorous speech and told of her early experiences in trying to buy Volume First by Fanny Hurst. Edna St. Vincent Millay disclaimed any ability as a speaker, but the audience did not quarrel with that as long as she would continue reading her poems in her low sympathetic voice.

Padraic Colum proved a most delightful speaker and was kept on his feet as long as he would continue and Lucile Van Slyke made a bright talk on the human side of being a reporter's wife. Very appropriate emphasis was placed on the Whitman centenary by Miss Bertha Johnson's reminiscences of Whitman at whose father's home the "good gray poet" had been a frequent visitor and Mrs. Mable McCoy Irvin paid a glowing tribute to Whitman as the poet of womanhood.

Mrs. R. E. Sherwood gracefully presided and during the evening was presented with a gavel from the New York Booksellers' League, Mr. Huebsch doing the honors. Dancing followed.

Good Bookmaking

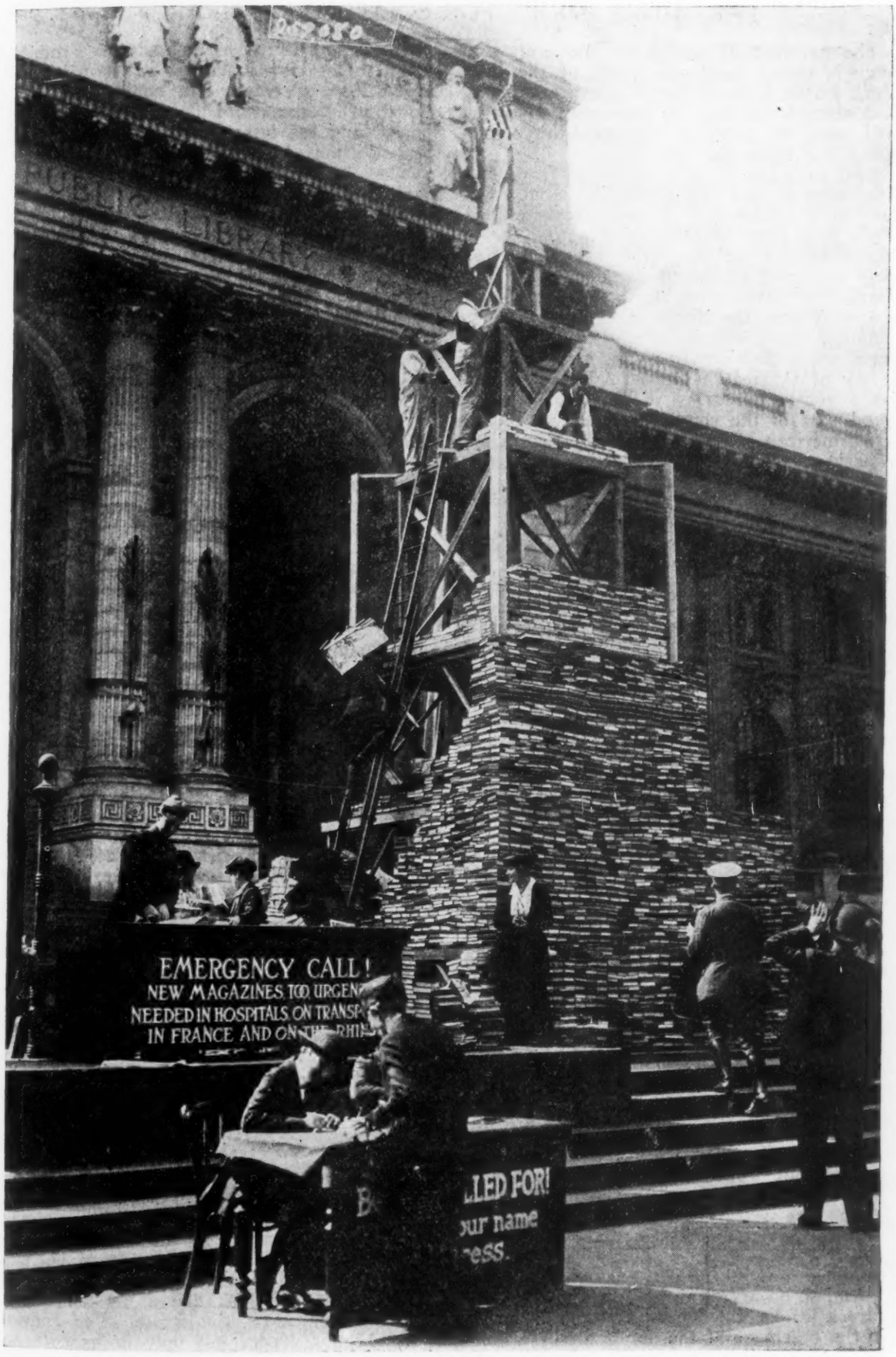
In reviewing the making of trade books for a month, credit frequently has to be given to the Yale University Press for the very careful preparation of its volumes. It has issued three different books by Charles S. Brooks, and the new one, "Chimney-Pot Papers" is as attractive as those that have preceded it. The good shape and color of the page, the interesting illustrations by Fritz Endell and the particularly attractive binding make it a volume that will be a joy to the reader.

Another interesting volume of similar size is Arthur Waley's translation of "A Hundred and Seventy Chinese Poems" issued by Knopf. The poetry is of various line lengths, but the book has been planned so as to hold and display all comfortably and attractively. The press work is very careful and distinct, the binding is interesting, and the purple stain on the top edge matching the purple sides is a characteristic touch of Mr. Knopf's bookmaking.

D. Appleton & Company deserve great credit for the fine manufacture of the Brand Whitlock set of two volumes on "Belgium." For a book of this character the type-page is particularly attractive, and the flexible sewing of the books make them a delightful volume to go thru. The illustrations are photographic portraits in the front of each volume.

The Century Company has published two important octavos that show excellent care in their preparation and in the setting of the type and arrangement of the subject matter. These are "Management and Men" by Meyer Bloomfield and "Democracy and the Eastern Question" by Thomas Millard. As is usual with the Century Company books, the volumes are well sewn so that they are pleasant to handle.

The proof of a well-planned series is that the book-page and binding seem attractive and modern many years after the series is started. This is emphasized by the new volume of Buroughs' "Field and Study." Characteristic Houghton type-page, good title-page and dignified binding make the volume one that will be picked up with pleasure.



A PYRAMID OF READING FOR SOLDIERS

The American Library Association is giving picturesque emphasis to its needs for more books by erecting this pyramid of books on the steps of the New York Public Library. Mr. John Foster Carr, the energetic director of the drive, is shown in uniform mounting the steps, and Mr. John Witsil of Brentanos', who is superintending the erection, is looking down from an upper staging.

THE "MORE BOOKS FOR SOLDIERS" CAMPAIGN

The pyramid of books for the army and navy is rising rapidly in front of the New York Public Library, and if the present pace is continued the tapering monument of fiction will soon be solid to the top—thirty feet above the sidewalk.

Last year the A. L. A. collected three million volumes and the appeal for money was met by a subscription of nearly two millions. *This year three-quarters of a million books are needed from the entire country before July first,* and of this, New York City must furnish at least 100,000 during this campaign.

Where the Books Are To Go

For a time still indefinite, there will be men, seven divisions of them, serving in the Army of Occupation in Germany; there will be a substantial army in France thruout a good part of the coming summer, and there are American soldiers serving in Russia and Siberia; this drive for books is for them.

What Kind of Books Are Needed

Books of relaxation, novels of action and adventure, detective stories. Some men like Zane Grey; others insist on George Meredith and Henry James. Conan Doyle, Rex Beach, Stewart Edward White, O. Henry, Edgar Rice Burroughs, Anna Katharine Green, Mary Roberts Rinehart, Bertrand Sinclair and Phillips Oppenheim are prime favorites. The demand for recent fiction of the best sort is to be emphasized. From the Paris office, for instance, comes a request for fifteen or twenty-five copies of such a book as Tarkington's "Magnificent Ambersons," and the latest works of H. G. Wells and William Allen White are eagerly read.

The standard authors hold their popularity; there is a steady call for Dickens, Thackeray and Scott; and many men who have grown interested in things French during their sojourn abroad, are calling for the old favorites of Dumas, "The Three Musketeers," "Monte-Cristo," "Twenty Years After," and Mark Twain's "Joan of Arc." Poetry of all sorts is appreciated, particularly anthologies, and a recent request is for "at least one hundred copies of the new Joyce Kilmer poems" for use abroad.

There is a constant demand for up-to-date technical works on a vast variety of subjects, —everything from mathematics and electricity to hog raising and embalming, salesmanship, veterinary surgery, and a request from a mule driver for something new on automobiles.

An army captain sends this message: "Send me everything you can as fast as you can. I now have five towns and some two thousand men—just raise the sluice and let the flood come!"

The New Washington Bookshop

[*The* PUBLISHERS' WEEKLY *asked the Wayfarers' Book Shop to write an account of its plans and purposes.*]

The Wayfarers had its beginning with the casual remark by one of us that Washington needed a new and human book-shop. This brought the reply, "Why don't we start one"? That was in January of this year. We were women without business experience and with only a love of books—backed by a modest capital—to launch us on our enterprise. We made known our plan to Mr. Bowerman of the Public Library and we received from him every encouragement and an offer of co-operation. Then we went to New York, where our visits to smaller book-shops, to the publishers, and to Mr. Melcher of the PUBLISHERS' WEEKLY especially, inspired us to go on. Of course we were warned of the financial hazard, but we were prepared for that and we heeded it not. We believed that in Washington, the new Washington with its hosts of new and earnest workers, there was a place for just such a book shop as we were determined ours should be.

And so on March the seventeenth, the Wayfarers informally opened its doors. Located in the basement of the old Bancroft mansion, it is bright and sunny, an attractive place with the feminine note expressed in its colorings, its furnishings, its tables and benches with books accessible and its atmosphere of friendliness to the booklover. If in the six weeks of its existence such a thing is possible, we believe it has proved its need and place. It has become already a meeting-place for young artists, poets, students of economics with occasionally a scientist to add leaven to the lump. And of humanly interesting experiences there is hardly a day that does not bring one.

Our business has been beyond our expectations and we are selling only the better books. We have little call for the usual bestsellers but much for poetry, essays and books on economics. Our six weeks' experience in the book business has been interesting and stimulating.

THE WAYFARERS' BOOKSHOP,
1623 H Street, N. W., Washington, D. C.
Sally H. Burch, President.
Maude S. Odell, Secretary.

An Unusual Record

Doubleday, Page & Co., with its employees, subscribed $175,000 to the recent Victory Loan. This in itself is a fine record, but when one recalls the splendid showing made by the firm in all previous drives, its achievement seems even more significant. The company has been a leader not only in its own subscriptions to the loans, but in the outside work done by members and employees in the interests of the campaign. Altogether the firm has subscribed $736,081 to the various loans.

Take a Soldier

If you are an employer in need of competent help, remember that the returning soldier is a good investment and signify your need by communicating at once with the Re-employment Bureau, 505 Pearl Street, New York City. The bureau is operated under the auspices of the Re-employment Committee which is backed by all the important welfare organizations and employers' associations in the city. Its aim is to secure employment for all returning soldiers, sailors and marines and the month during which it has been operated has demonstrated conclusively that such a central employment bureau is exactly what was needed to take care of the vast army of demobilized soldiers in search of work. The complete co-operation of the community and of all employers is highly important, and in order that the men may have the best possible opportunity for quickly finding the work for which they are qualified, all vacancies should be reported to the bureau immediately.

Pelmanism Is Coming

Anyone who has read any of the English periodicals in the last few years knows "Pelmanism." The publicity campaign has been the largest ever launched in the self-improvement field with annual appropriations for space that have totaled a million dollars.

The Pelman Institute puts out a series of little gray books that tell everybody how to be "somebody." Everyone has subscribed from laborer to K.C.B. There are 400,000 members. All England must be ecstatic with Pelmanism. The American campaign for "The Power of the Will" has been a pigmy beside this.

Mr. George Creel has been selected as the ambassador extraordinary to bring Pelmanism to America, good tidings of great joy which shall be to all the people. "I will" is to be substituted for "I wish" in tens of thousands of invertebrates. Solemn music, grave words, noble gestures. Enter age-old truths in new and understandable form.

Spanish Names

In view of the present vogue for books by the author of the popular success, "The Four Horsemen of the Apocalypse," the correct usage in regard to Spanish names is of special interest to the bookseller. In many reviews in this country this author has been incorrectly spoken of as Ibáñez instead of Blasco Ibáñez. In Spanish personal nomenclature the rule is that a person bears the name of both parents, that of the mother coming last. The author's name in full is Vicente Blasco Ibañez. At home he is often spoken of as Blasco; never as Ibáñez alone. In bibliographical lists and catalogs, therefore, Spanish names should be sought under the father's name or the first surname rather than under the mother's or second.

Packing and Marking Shipments of Books

By W. T. Carton, *Traffic Inspector, American Railway Express Co., Chicago, Ill.*

It goes without saying that shippers of books are anxious to have their shipments reach the customer as expeditiously as possible and in first class condition. In order to accomplish this, it is necessary to pack the books in such a way that the container will be able to stand ordinary handling while in transit, and also that the shipment be securely and legibly marked.

One thickness of ordinary wrapping paper and string is discouraged by traffic experts of the American Railway Express Company, who are operating on most of the railroads of the country. It has been found that the string often breaks and the contents gradually fall out and are damaged to a great extent, and many times the wrapping paper is of such a quality that it does not stand ordinary handling en route. In cases of this sort the shipments are taken to the Repair Room of the express company and entirely repacked, causing a great deal of unnecessary delay.

In order to avoid delay and damage of this character, shipments of books, weight not to exceed forty pounds, if not boxed, should be protected by strips of heavy corrugated paper, placed along the edges, and wrapped in several thicknesses of good heavy paper and securely corded. The corrugated paper prevents the cord from cutting thru between the rows of books.

Shipments exceeding forty pounds in weight should be packed in substantial wooden boxes and securely nailed. With your shipments properly packed, the next thing to consider is the marking. The marks should show the name and address of shipper, the name and address of consignee, and if the shipment is to move under a C. O. D., the letters "C. O. D." and the amount to be collected should be conspicuously shown. A C. O. D. wrapper showing shipper's name, street, number and city, the amount to be collected and the name and address of consignee should accompany all shipments of this character.

The use of tags should be avoided whenever possible, as they are very liable to become detached, causing your shipment to be sent to the "No Mark" department and delayed indefinitely. The "No Mark" department of the express company is a "dead letter office" and when all possible means of identification have been lost, a shipment is sent to this department for disposition. If tags must be used, then attach two, not using less than five tacks to each tag. Labels are liable to become defaced, leaving the address of consignee and shipper in such a condition that they cannot be read.

The surest and best method of marking is by using a brush, stencil, pen or crayon, on the shipment. There is then no chance for such marks to be detached and defaced so as to be illegible.

A HALF CENTURY OF SERVICE

The Tribute of an Associate to Mr. Ernest Edward Lemcke

In these days of feverish activity when there are so many conflicting influences that men seem to get lost in a maze of confusing interests, it is refreshing to find a man who has devoted his life to one line of endeavor, achieved distinction in that line, and yet had the time to cultivate those social qualities without which the highest business success is but a hollow sham and a base illusion. Such a man is Mr. Ernest Edward Lemcke, senior partner of the firm of Lemcke and Buechner, successors to B. Westermann & Co., established in 1848. He has, during his long and active career, combined a rare talent of authorship with skill in finding a market for his products and those of others. It is not often that we find a man who, possessing the literary qualities indicated in Mr. Lemcke's "Réponse au Rêve de M. François Coppée: 'A l'Empereur Frédèric'," has at the same time the practical business ability necessary for building up and conducting a great business enterprise.

Last Saturday marked the fiftieth anniversary of Mr. Lemcke's entrance into the firm which bears his name. At this point, therefore, it is interesting to review briefly his fifty years of activity as one of the greatest distributing agencies of knowledge—for that after all is the function of the bookseller. He must not only have a thoro knowledge of the books available on various subjects but he must also be keen and eager to anticipate demand so that when the demand is actually made known, it can be satisfied with the minimum of friction and delay. In other words the bookseller is one of the lubricating agencies speeding up the wheels of progress.

Mr. Lemcke was born in Pasewalk, Pomerania, on March 19th, 1844. After graduation from the high school, he was apprenticed to L. Saunier, a bookseller in Stettin. In recognition of his superior education young Lemcke's preparation was cut to three instead of the customary four year period. For his labors he received neither pay nor board. In due time his efforts were rewarded and he became a clerk. His first position in this capacity yielded him a miserable salary but then salary was only incidental to the enterprising young bookseller. After a period at Brunswick he went to Paris at a salary of $25 per month. Finally he came to New York in 1869. On May 24th of that year he entered the firm of B. Westermann & Co., of 290 Broadway, where he found his opportunity for self-assertion and usefulness. Six years later, in 1875, he was made a member of the firm and Mr. Westermann having withdrawn, the burdens of management fell upon his young but capable shoulders.

His efforts since that time are well known to the trade. As a bookseller, there are few who share his reputation and that of his firm. Lemcke & Beuchner can pride themselves on the unstinted good-will of their contemporaries. In the face of all sorts of obstacles, this firm has come out on top and managed to hold on to its ideals, never failing to serve the highest ethics of the trade. The success of the firm has, of course, been largely due to Mr. Lemcke's indefatigable efforts. But Mr. Lemcke has been more than a bookseller. His "Catalogue of World Literature," covering the best works in French, German and Spanish literature, the first edition of which was printed many years ago, is still regarded as a masterpiece of bibliography. A supplement to this catalog was added recently in the form of a complete list of Blasco Ibáñez' works, giving both the Spanish titles as well as the translations.

Mr. Lemcke has produced several other excellent bibliographic works. He has in the past contributed to the New York *Nation* and *Evening Post*. A book of poems by Mr. Lemcke, containing his verses in three different languages, "is a production remarkable for its literary quality, and doubly remarkable as an evidence of the ability of its author to express himself as gracefully and clearly in a foreign tongue as in his own," quoting from a review of the book.

Mr. Lemcke is decidedly a disciple of the old school of the science of bookselling. But in justice to him it must be said that he has been foremost in the development of new systems and new methods. He has never laid aside a suggestion, however fantastic and worthless it may have appeared, without carefully investigating its possible merit. A firm believer in the latest equipment, both of his shops are up to date in every respect.

Unlike some men, however, who pay the price of success, Mr. Lemcke has not permitted his business to obliterate his personality. He is known and loved by his associates not only because of his capacity but also for his consideration of those with whom he comes in contact. He is a man of the very highest personal character who would rather be in want himself than that anyone who had been in his employ should be lacking in comfort. As an indication of his success as an employer it might be well to indicate that in the downtown plant the headpacker has been in the service of the firm since 1860 or a total of fifty-nine years. The clerk in charge of the periodical department has been with the firm since 1870, or a continuous period of forty-nine years of service. Both of these men are still in his employ. It is seldom, indeed, that a woman stays with one firm for the period of twenty-four years which is true of one of the secretaries in the downtown office. Other employees have been with the firm since 1897, 1899, 1902, and so on.

Mr. Lemcke reserved the entire portion of his heart for his adopted country. Almost as soon as he came, Mr. Lemcke obtained his naturalization papers and has always been considered by his friends as an American. When the war broke out Mr. Lemcke was in Europe

on business. Marooned in Italy, he was finally extricated with other Americans by the State Department. Since then he has kept himself in readiness to assist the government in every way and has placed his organization at the service of the government. How successful he has been, can be seen from the effective way in which both of his stores cooperated in the Liberty Loan campaigns and the various campaigns to raise funds for the war charities.

As an index of Mr. Lemcke's ability to look beneath the surface and to distinguish the real from the superficial, it might be well to mention that last spring, that is, the spring of 1918, he foretold the collapse of the German machine, which came in the fall of that year. Mr. Lemcke took this stand at a time when most people were looking forward to a war lasting several years.

In conclusion, the booksellers may be congratulated in having among their number, perhaps one of the oldest members of the retail trade, a man, tho in his seventies, an active and convivial veteran. The personality and example of the gentlemen of the old school must serve as beacon lights pointing out the course to the younger men who must carry on.

A. H.

Cleaning Up the Circulating Library's Overstock

Have you ever issued an expensive clearance catalog, had a big sale, and yet, reviewing your shelves after the sale, wondered whether it paid? says a writer in the London *Publishers' Circular*.

The buyers—keen buyers—knowing the good titles, had picked them out, picked the plums and then left you the "duds."

'Tis an old problem, a puzzler, but here is one solution that was very successful.

The printed catalog was abandoned and instead a form letter, skilfully worded, offered parcels of assorted novels of varying quantities at varying prices, selection being left with the seller.

The expenses of duplicating and posting this form letter were only about 10 per cent. of what the catalog had cost. The turnover amounted to four times the results from the catalog. The bookseller was pleased, for he had made the selection and knew that he had parted with many old friends, tho, of course, many good titles had gone to make up a parcel of fair and just value.

And best of all, the buyer was pleased, for not only had the man who got in first, got the good titles; but everyone got some good titles, some fair, and some mediocre.

The selection was good value to the buyer, it was good business to the librarian, and so the clearance was made again and again, with exceedingly good results.

To be successful the parcels must contain fair value; don't take unfair advantages of your power of selection, and offer to exchange if there should be dissatisfaction.

In his new book "Fifty Years of Europe 1870-1919," (published by Holt) Charles Downer Hazen, the historian, devotes the last part to a survey of the world war. He wrote the closing pages on the day the armistice was accepted and says that they therefore represent "only the incomplete knowledge and the hurried impressions of a mighty moment in history."

RECORD OF AMERICAN BOOK PRODUCTION, APRIL, 1919*

International Classification	New Publications.		By Origin			Total
	New Books	New Editions	American Authors	English and Other Foreign Authors: American Manufacture	English and Other Foreign Authors: Imported	
Philosophy	25	4	25	2	2	29
Religion, Theology	85	1	68	2	16	86
Sociology, Economics	74	4	74	4	0	78
Mil. & Naval Sci.	9	0	9	0	0	9
Law	13	2	15	0	0	15
Education	26	1	23	0	4	27
Philology	22	1	13	3	7	23
Science	46	3	47	0	2	49
Applied Science, Engin'g	42	6	46	0	2	48
Medicine, Hygiene	35	7	40	0	2	42
Agriculture	52	0	46	6	0	52
Domestic Economy	9	1	9	1	0	10
Business	23	5	27	0	1	28
Fine Arts	8	0	6	1	1	8
Music	9	0	9	0	0	9
Games, Amusements	3	0	2	0	1	3
General Literature, Essays	31	1	29	1	2	32
Poetry and Drama	39	3	28	7	7	42
Fiction	96	18	68	42	4	114
Juvenile Books	17	1	17	1	0	18
History	67	2	58	7	4	69
Geography, Travel	7	1	8	0	0	8
Biography, Genealogy	19	2	18	1	2	21
General Works, Miscel.	2	1	3	0	0	3
Total	759	64	688	78	57	823

* These figures include pamphlets of which 308 were recorded in April. In April, 1918, 614 new books and 78 new editions were recorded.

MAKING GOOD IN A NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

The Juveniles, as Perennials

Permit me to quote from a very interesting article which appeared in the April 26th number of the PUBLISHERS' WEEKLY: "One of the great difficulties in maintaining a book department for boys and girls with competent direction, *is the confirmed habit of the public* to buy children's books at one season only."

From personal observation in several book stores and book departments I have found that the trouble lies not so much in the "confirmed habit of the public" but the confirmed and persistent habit of the bookseller not to display and promote sales in juvenile books except at Christmas time. The one-season idea is one of the ancient and hoary traditions which has been handed down with the Kris-Kringle myth, and yet it still exercises the power of direction, upon the bookdealer's selling methods.

There is no reason why juveniles should not sell in the summer vacation season, when, according to actual statistics compiled by such juvenile authorities as the Boy Scouts of America, and many others who have made a study of boy and girl activities, reading occupies more of the young peoples' time than any other form of amusement.

During the past week or two I have had occasion to visit the book departments of at least half a dozen stores and two or three stores where nothing but books are sold, in search of some juvenile books which I wanted for a supplementary list I am compiling, and in every case I was met by an apology on the part of the salesgirl. "I'm sorry, but our regular juvenile line isn't in right now. We never get in these books until fall." And the idea occurred to me that in case I were a parent looking for some children's books for their vacation reading during the ten weeks of recess from school when time often hangs pretty heavily upon their hands, I would be just a bit dumb-founded by the idea which these salesgirls' replies suggested—buy your summer reading at Christmas time! The adult reader does not have to wait until then for his vacation books.

A great number of books written for boy and girl readers have to do with out-of-door subjects,—camping, sports, hiking, cruising, hunting, all of which are of more vital interest in the summer season. Is it not logical that if these books are made more easily available in the summer to the juvenile readers, a greater sale will result?

If the bookman will just stop for a moment to reflect upon this question he will admit, just a bit shamefacedly, that it is not "the confirmed habit of the public to buy children's books at one season only," but the rock-ribbed and old-fashioned idea that has lingered in the mind of the dealer that the public possesses such a habit.

"ONE WHO HAS TRIED."

"Say It With Books"

Nina's pretty; Nina's pert;
  Nina's fetchingly contrary;
Nina's an engaging flirt;
  And she's oh! so literary!

When I call at Nina's home,
  Most adorable of places.
Always I must bring a tome
  So to keep in Nina's graces.

—*R. A. S. in N. Y. Tribune.*

A Plan for the Reading of New Books by Sales People

BY H. V. MEYER, *Business Manager of American Baptist Publication Society, Philadelphia*

As buyer for a large retail store using literature of all kinds, I have many times found it difficult to keep track of new publications and their value to our book-buying constituency. Many publishers send advance copies to the buyer, which is followed by a visit from a respective representative of the publishers, and unless a man has an abundance of time he cannot possibly read everything that comes to him.

Sometimes a representative is able to get in touch with possibly one or two persons in the store, and thus he is able to call attention to important books, but the others of the force have not this opportunity. Some of them may be the chief sales people in this store in the future, and to-day's training will show itself in them when they take these higher positions of responsibility. Therefore, we are neglecting those who are not so favored by publishers.

This plan then, has been organized: The buyer receives a new publication. By a review system, he will pass this book to one person in the store, who will read it and present a written review, which will be posted in a conspicuous place on a bulletin board so all the clerks may see it, and thus receive information regarding a particular volume. If it is of sufficient importance, this same book will be circulated among the others, after which it will be placed in our library, where it may be procured and read by the employees in the several offices.

In this way we train all the clerks in the store to decide upon the merit of a book, so that when a customer makes inquiry, our sales people are familiar with our stock, and advise intelligently. This course eliminates the necessity of sending more than one advance copy, thus overcoming what has always appealed to me as an unnecessary—at the same time expensive—evil.

THE TWELFTH U. S. Infantry has published the story of its regiment from 1798-1919 in a fine illustrated octavo printed at the Knickerbocker Press, a good example of what can be done in regimental war histories.

AMONG THE PUBLISHERS

THE FLYNN PUBLISHING CO. of Chicago is issuing a revised edition of its "Vest Pocket Lawyer" which had, in the previous edition, a wide trade demand.

MOFFAT, YARD & CO. announce the publication this week of Henry Leverage's second novel, "The White Cipher," described as a story of Scotland Yard, secret service and the London underworld.

ALMOST SIMULTANEOUSLY with the opening of the million dollar drive for the Salvation Army, there appeared from the J. B. Lippincott press Commander Evangeline Booth's book, "The War Romance of the Salvation Army,"—a simple, straightforward record of the remarkable foreign service of the organization.

A WHIMSICAL NOVEL from the Macmillan Co. which promises interest for the summer reader is Sir Harry Johnston's "The Gay-Dombeys," sponsored with a preface by H. G. Wells who says the story tumbles out "with something of the effect of turning out a drawerful of accumulated relics."

AFTER MANY delays and postponements Miss Evelyn Dewey's book, "New Schools for Old," is announced for publication this week by E. P. Dutton & Co. The author is already known by her collaboration with her father in "Schools of Tomorrow," published two or three years ago by the same firm.

PROBABLY NO AUTHOR has been more slighted in America than Gottfried Keller, the Swiss scholar and writer whose works remain practically unknown to the vast majority of English speaking peoples. In an effort to bring him before the reading public, Brentano's has under preparation at present a translation of his novelettes.

THE PRINCETON UNIVERSITY PRESS will publish early in June "A Book of Princeton Verse, II." The first volume in the series appeared in 1916 and was edited by Alfred Noyes. Henry van Dyke of the class of 1873 contributes a preface and two poems to the present collection, tho its contents consist chiefly of poems by undergraduates and graduates of the past four or five years.

A HANDBOOK on the new and important subject of "Employment Management" by Daniel Bloomfield has just been published by H. W. Wilson Co. The development of the subject has been confined practically to the last ten years and this is the first attempt to gather its literature into compact form for quick reference. An introduction to the book has been provided by the author's brother, Meyer Bloomfield, who is internationally known for his pioneer work in vocational guidance and employment management.

"NUMBERS," five one-act plays by Grover Theis which Nicholas L. Brown publishes, may be classed in that ever-growing list of distinctive short dramas which have appeared in recent years.

TWO DISTINCTLY BEAUTIFUL and worthwhile volumes which the Art War Relief Association is selling for philanthropic work are "The Defenders of Democracy," a book of victory and remembrance published by the John Lane Co., and "The Avenue of the Allies Book" by Alfred Noyes.

AMONG DEEP-SEA FISHERS, Zane Grey stands out as conspicuously as he does among novelists, being president of the Tuna Club at Avalon as well as vice-president of the Lone Key Fishing Club. "Tales of Fishes," his new book describing the sport in some of its exciting aspects, will be published shortly by Harper & Bros.

"GUIBOUR," a mystery play of the fourteenth century as played by Yvette Guilbert for three months this winter, has just been added to the series from the Neighborhood Playhouse published by the Sunwise Turn. The series also includes Dunsany's "Night at an Inn," which has now reached its fourth printing.

"WHAT IS AMERICA?" is the intriguing title of a new book by Edward H. Ross, Professor of Sociology in the University of Wisconsin, announced by the Century Co. for immediate publication. Another forthcoming book from the same house, called "Inventions of the Great War," is the work of A. Russell Bond, managing editor of *The Scientific American*.

"CRIME AND CRIMINALS," published recently by Henry Holt & Co., has won for its author, Dr. Mercier, the Swiney prize for 1919. The prize is awarded every fifth year to the writer of the best work on jurisprudence published since the last award. Dr. Mercier won it in 1909 also and this marks the first occasion on which the prize has been awarded to the same candidate for the second time.

A BOOK which doubtless will be in high favor during the coming Boy Scout Week (June 8th to 14th) is "The Boy Scouts' Book of Stories," announced for publication by the Appletons for the end of this month. This book, which has been compiled and edited by Franklin K. Mathiews and published under the supervision of the Boy Scouts of America, will contain a selection of the best short stories suitable for boys' reading, by the master story tellers of America and England. Mark Twain, O. Henry, Robert Louis Stevenson, Booth Tarkington, Conan Doyle and Joseph C. Lincoln are among the authors represented.

CO-OPERATIVE STATIONERY BUYING BY KANSAS BOOK DEALERS

The third annual convention of the Kansas Book Dealers' Association was held May 12th, at Wichita. Altho the attendance was only about 100, very interesting and worth-while session resulted. Vice President O. Scott Morgan, of Baldwin, presided in the absence of President Mason McCarthy, of Emporia, who was unable to be present.

Further extension of the plan of co-operative buying, which was tried out during the past year with great success, was determined upon by unanimous vote. A resolution was adopted approving the line of tablets, school supplies and stationery produced by the Lee Mercantile Co., under the "K. B. D. A." trade-mark, and the exclusive right to use the trade-mark on any stationery or supplies prepared for exclusive sale to members of the Kansas Book Dealers' Ass'n was vested in the company for the ensuing year. It also was voted that the Lee Mercantile Co., should be reimbursed for all expense it has gone to in securing the trade-mark for the Kansas Book Dealers' Association.

The Trade Relations committee, in addition, was instructed to make arrangements, if possible, for extending the line of "K. B. D. A." trade-mark products to include pencils, pens, fountain pens, etc., as well as any other articles which might be handled to advantage generally.

Roy Hogben, of the Lee Mercantile Co., announced that during the past year 300,000 "K. B. D. A." tablets had been supplied members of the Association, at a saving in freight alone of approximately $7500.

Resolutions were adopted and telegraphed to the American Booksellers' Association and the Book Supply Co., urging an increase in publishers' discounts on books to 33-1/3 and 5 per cent on small quantities, 40 and 5 per cent on lots of 25, and 40 and 10 on lots of 100, and also that all books for libraries should be sold thru the medium of local dealers at 10 per cent off list prices.

John J. Vawter, of the Southwest News Co., who conducts a retail store at Enid, Okla., attended the convention for the purpose of securing information which would enable the dealers of Oklahoma to follow the lead of Kansas in organizing an association. He gave an interesting review of conditions in Oklahoma, which are worse even than those which existed in Kansas before the organization of the Kansas Book Dealers' Association.

The following officers were elected: president, O. Scott Morgan, Baldwin; vice-president, P. M. Anderson, Newton; secretary-treasurer, A. S. Allen, Wichita; directors, Mason McCarthy, Emporia; T. L. Pattison, Topeka, and I. G. Gibb, Lawrence.

BILL COMES HOME

Lieut. Streeter, the most widely popular author that the past year has brought forward, landed a few days ago at Hoboken. Many reporters tried to get interviews but they wretchedly failed. The *World* reporter made good on his assignment, however, by writing a "Dere Mable" letter.

It seems entirely too good to leave buried in a daily paper.

May 16, '19.

Dere Mable:

Hear's a supprise for you. Je suis back in old N. Y. U. S. A. I have just brought the whole 322d Field Artillery along with me on the Plattsburg after spending fourteen months shooting over the La Belle France districts where, as I have often wrote you, the big game was Bosche. They are mostly Ohio troops but that don't hurt the division eny.

They was forty-one other officers besides yours truly, and 1357 enlisted men who probably wondered why they wusn't officers.

My cherrie, next to ai maynew, which is broken Soissons for eats, what I wanted most in this now, here land was to see your face but it wasn't on the Hoboken peer. I know cause I could pick it out enywhere. I could never forget it, if you want a gailic compliment. That's me all over, Mabel, something if not blarney.

You'll be glad to see me in my soldier scenery with a bar on each shoulder, and I here they is getting scarce in this home of the free lunch. I wisht I might of come back a general or something for you but, say le gerre, as they put it over at the piece conference. Enyhow, I'll treat you with the same old uniform courtesy, which went big as humor in Paris. I don't yet know how I think of them fast like that.

I suppose you couldn't be at the peer because that old liver of your fathers needed you to home. Mable, I have brought back a cure for him. We scared the liver right outen the Bosche and I bet you even I can do it to your old man so he'll never bother you agen.

I here you have went and given out to the public prince a lot of my private letters to you. Isn't this out of the tres ordinary? All the reporters pulled Dere Mable stuff on me to-day when I landed and I couldn't believe it of you. Now you'll have me kept writin stuff for months probably for skindicates and such like everybody else who has been to France and you know my motto is silence gives consent. I'll have to associate with authors, and God and the censurs only know what they have did to this war.

Well, from here I hike it to Camp Merritt for a spelling and then we take a transfer to Camp Sherman which, no matter what the old Gentral himself said, can't be no worse than the Argonne Bwa. Then my discharge and then Mabel you can unpack my kit and examine the souvinirs I brought from the trenches. I don't mean what you do.

Yours to the 14th point,

BILL.

More Display Advertising

Another interesting example of the new directions being taken by publisher's advertising and the large spaces being put to work to back up sales, is shown by the half page display of Bobbs-Merrill Co. on the Saturday morning book page of the New York *Tribune* of May 24th. Underneath the wide heading showing the familiar elephant cut from "White Man" are ranged eight photographs of actors and actresses, now on the New York boards, with autographed opinions from them regarding the story. Otis Skinner, Sam Bernard, Louis Mann, Ed. Wynn, Hazel Dawn, "Nonette," Peggy O'Neil, and Gail Kane, all had read, approved and were willing to be quoted. As this feature appeared only in the *Tribune* it is to be presumed that newspaper had much to do with arranging the display and that other publicity of this kind may be coming. As there are tens of thousands of people in New York who spend two to three dollars to see these actors, this comment might well influence them to spend $1.75 for the book.

The "New" Publicity

Heywood Broun, literary and dramatic editor for the New York *Tribune*, told the American publishers and booksellers in Boston last week that books and authors should be played up more for their news value, the same as a play or theatrical star. Irene Castle, whose informal biography of her former husband and dancing partner has recently been published by the Scribners under the title "My Husband," is doubtless Mr. Broun's ideal when it comes to exploitable authors: Within a fortnight she has her picture featured in Vanity Fair, the leader of the famous Castle "jazz" orchestra goes and gets himself murdered, spilling the Castle name over the front page of all the metropolitan dailies, and then, to cap it all, after a swift series of affirmations and denials that bring her and her picture on the front page again, she marries again and the papers print all the details of what he gave her and she gave him. If some other authors would only be half so obliging!

An Author's Film Co.

It has just been announced that there is now formed a corporation to be known as the Eminent Authors' Pictures, Inc., which will put on the screen the works of Mary Roberts Rinehart, Basil King, Gouverneur Morris, Rupert Hughes, Gertrude Atherton, and Leroy Scott. The method of production, says the announcement, will be "a radical departure from all previous methods," in that there will be "the closest possible co-operation" between the producers and the authors.

The adaptation and direction of each narrative, it was explained, will be "under the personal supervision of the author." The method of motion picture producing companies in the past has been simply to buy the screen rights to an author's work, all later business of adaptation and direction being in the hands of the producers. According to report some authors "have been unable to recognize their works in photoplay form."

COMMUNICATIONS

Obtaining British Copyright Thru Newfoundland

(Mr. Garland the bookseller at St. John's explains in a letter to the Authors' League the method of obtaining British or Imperial Copyright without sending to London.)

St. John's, N. F., March 29th, 1919.

The Secretary, Authors' League of America:

The publishers fix date of publishing, mail us six copies of the work intended for copyright. We offer them for sale (on the day named; on same day it can be simultaneously sold thruout the world). We supply a duly authenticated certificate to that effect, our charge being $2.50 per "work." We presume if an American work is *reprinted* in England by a British publisher by arrangement with the American author and publisher copies would have to be deposited in the British Museum.

(Signed) S. E. Garland.

Note.—If there should be a doubt that the books would not reach us on a certain fixed date the publishers could arrange or request us to "offer for sale" the day we receive them and cable them to that effect. So that (they) the publishers may publish on the same date.

S. E. G.

A Profitless Business

Charleston, S. C., May 15th, 1919.

Editor, Publishers' Weekly:

We have just finished reading the article by Herrick Book & Stationery Co., published in yours of May 10th, and we agree with them in every particular.

We have long known that the discounts that the publishers allow on books to dealers are totally inadequate.

We have been in business for thirty years. We classify our business, and know how much of each class of stock we buy, what it costs, and what our profit is.

Our average cost of doing business is 30%, and at the present discounts we get on the different publications, we fail to see where we make a cent of profit. The facts are, we are using our brains, our time, and our capital to distribute the publications of various publishers, without any profit to ourselves whatsoever.

If it were not for the fact that we sell large quantities of toys, sporting goods, and jim-cracks generally, we would long ago have had to close our doors.

Legerton & Co., Inc.,
C. L. Legerton, Pres.

CHANGES IN PRICE

CHARLES SCRIBNER'S SONS

The following changes in prices are effective at once:

The Mysterious Island. Pictures by N. C. Wyeth. $2.50 net.
The Boy's King Arthur. Pictures by N. C. Wyeth. $2.50 net.
Stevenson's Black Arrow. Pictures by N. C. Wyeth. $2.50 net.
Stevenson's Kidnapped. Pictures by N. C. Wyeth. $2.50 net.
Stevenson's Treasure Island. Pictures by N. C. Wyeth. $2.50 net.
The Arabian Nights. Pictures by Maxfield Parrish. $2.50 net.
Stevenson's Child's Garden of Verses. Pictures by Jessie Wilcox Smith. $2.50 net.
Field's Poems of Childhood. Pictures by Maxfield Parrish. $2.50 net.
Stockton's The Queen's Museum. Pictures by Frederick Richardson. $2.50 net.
By L. Allen Harker:
Children of the Dear Cotswolds. $1.60 net.
Jan and Her Job. $1.60 net.
The Ffolliots of Redmarley. $1.60 net.
Mr. Wycherly's Wards. $1.60 net.
Master and Maid. $1.60 net.
Miss Esperance and Mr. Wycherly. $1.60 net.

LITTLE, BROWN & CO.

Increased cost of manufacture compels us to raise the prices of some of our publications effective June 1st. A copy of our revised trade order list has been mailed to our customers and if you have not received your copy kindly advise us and we will send another.

Obituary Notes

JAMES MADISON PIPER, the oldest active bookseller in the United States, died last week at the age of 91. Mr. Piper, whose reminiscences were published in the PUBLISHERS' WEEKLY of June 8th, 1918, was born in Portsmouth in 1828. He came to Boston in 1841 and among the stories that he delighted to tell was of sitting on the edge of the platform while Daniel Webster delivered his Bunker Hill address.

After an adventurous life in the West he returned to Boston and entered the bookstore of his brother, William H. Piper, in Civil War times. In 1881 he went with the newly organized firm of Estes & Lauriat (since 1898 Charles E. Lauriat Co.) and has remained there ever since.

No one who knew Mr. Piper as an associate or customer can forget his quick friendliness, sharp wit, and fund of anecdotes. His knowledge of old books was rich and varied, full of the human, out-of-the-way touches that made buying pleasant and sales sure.

His unquenchable enthusiasm for the joys of selling was always astonishing and a continuous stimulus to younger men. When in full pursuit of a good sale he carried everything before him with an irresistible swing and vigor. Cold, indeed, would be the book-lover who would not be carried away with the anticipations of ownership, be it quarto, folio or new two volume biography that was under discussion.

Many have been the celebrated people that have enjoyed dropping in for good talks with Mr. Piper and his anecdotes never failed, nor his instantaneous repartee.

Small of frame, brisk in step, simple in habits, he would let no illness mar his extending years or his keenness of mind. The final confinement was brief and his activities at the store continued, as he would have wished, almost to the end. F. G. M.

CHARLES F. NELSON, for many years with Henry Malkan, New York, died suddenly at his home in Englewood, N. J., on May 26th. He started with Leggat Brothers, as a boy and when that house was closed out he went into department store bookselling, serving for short periods at Ehrich's and at Simpson Crawford's. He was about fifty years of age.

Periodical Notes

The following periodicals have announced that they will add an additional charge to their subscription rate to cover the increased penalty postage under the Postal Zone Law applying to all States west of the Mississippi River: *Pictorial Review, Vanity Fair, House and Garden, Christian Herald, People's Home Journal, Collier's Weekly, Cosmopolitan, Hearst's Magazine, Good Housekeeping, Harper's Bazar, Motor, Motor Boating.*

With the May issue a new magazine, *The American Child,* comes into the field. It is to be published quarterly by the National Child Labor Committee as successor to *The Child Labor Bulletin.* Owen R. Lovejoy is announced as the editor, with Raymond G. Fuller and a staff of four able assistants associated with him on the editorial board. The first issue of the paper features an article by Julia C. Lathrop on "Children's Year and the Future."

Business Notes

BROOKLYN, N. Y.—A new publishing house calling itself The Three Pamphleteers has opened business at 1004 Eastern Parkway.

KOKOMO, IND.—The business of H. A. Shymack has been bought by Stanley Showalter.

LOS ANGELES, CAL.—The Charles T. Powner Co. of Chicago is about to add another link to its "chain" stores by opening one here about July 1st. It will be located at 542 South Spring St. Besides two shops in Chicago the company operates one in Cleveland, and is planning early next year to locate in the Metropolis. Its capital stock has been increased to $50,000.

MILWAUKEE, WIS.—The Morehouse Publishing Co. announces its removal to new and more spacious quarters at 1801-1813 Fond du Lac Avenue.

NEW YORK CITY.—*Geyer's Stationer* has removed from 318 Broadway to 175 5th Ave.

NEW YORK CITY—M. Gurewitch Publishing Co. has recently been incorporated to engage in the book business.

NORWALK, CT.—Frank H. Fargo has purchased the business formerly conducted by Wm. P. Beers.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15cm.); Th. (32mo: 12½ cm.); Fe. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Advertising Artists, comp.
Solving advertising art problems; reproductions of explanatory comments on 250 designs of advertising art which have been unusually successful in helping the sale of a wide variety of merchandise. 111 p. il. S [c. '19] N. Y., Advertising Artists, 33 W. 42d St. [Brentano's, agts.] bds. $1.50

Allen, Philip Schuyler
French without a teacher; specially planned for those who desire a practical working knowledge of the language for conversation and correspondence. 236 p. S (Drake's practical books for home study) [c. '19] Chic., F. J. Drake & Co., 1006 Michigan Ave. $1.25

German without a teacher; specially planned for those who desire a practical working knowledge of the language for conversation and correspondence. 277 p. S (Drake's practical books for home study) [c. '19] Chic., F. J. Drake & Co. $1.25

Alston, Toussaint L'Ouverture
Songs of the free; a collection of essays, poems and stories. 100 p. S '18 c. Metropolis, Ill., Anchor Pub. $1.25 n.

American Geographical Society of New York
Index to the Bulletin of the American geographical society, 1852-1915; by Arthur A. Brooks. 10+242 p. O '18 N. Y., Am. Geographical Soc., Broadway and 156th St. pap. $2 n.

Anderson, Sherwood
Winesburg, Ohio; a group of tales of Ohio small town life. 303 p. D c. N. Y., Huebsch $1.50 n.

Partial contents: The book of the grotesque; Hands; The philosopher; A man of ideas; Respectability; The strength of God; An awakening.

Aurevilly, Barbey d'
The story without a name; with impressions of the author by Edgar Saltus. 233 p. D (Lotus lib.) c. N. Y., Brentano's im. leath. $1.25 n.

Babbitt, Irving
Rousseau and romanticism. 23+426 p. (20½ p. bibl.) O c. Bost., Houghton Mifflin $3.50 n.

Study of Rosseau as the most important figure in a great international movement extending from the eighteenth century to the present day. Index. Author is professor of French literature, Harvard University.

Baillie-Saunders, Margaret [Mrs. Frederick Baillie-Saunders]
Black sheep chapel. 312 p. D [c. '19] N. Y., Doran $1.50 n.

Story of a boy and girl brought up in a quaint, old-world cloister and of how they go forth from their shelter to meet the experiences of life.

Bassett, John Spencer
The lost fruits of Waterloo; views on a league of nations. 2d ed. with a new introd. 31+289 p. D c. '18-'19 N. Y., Macmillan $2 n.

Benson, Edward Frederic
Across the stream. 347 p. D [c. '19] N. Y., Doran $1.50 n.

Abbot, Willis John
The United States in the great war. 8+296 p. col. front, il. (part col.) pors. maps Q N. Y., Leslie-Judge Co., 225 Fifth Ave. with subs. to *Leslie's Weekly* or *Judge*

Alabama Power Company
Power development in Alabama; description of the system of the Alabama power company, including the water power development of Lock twelve on the Coosa River, with a brief resume of the future of power development in Alabama 53 p. il. Q '18 Birmingham, Ala., Ala. Power Co.

Allen, John Harden
The national number and heraldry of the United States of America. 83 p. front S Bost. A. A. Beauchamp pap. 25c.

American Association for International Conciliation
Documents regarding the peace conference. 65 p. D N. Y., Am. Assn. for Internat. Conciliation pap.

Augustine, Charles, D.D.
A commentary on the new code of canon law. v. 3, De personis; or, Ecclesiastical persons, religious and laymen (can. 487-725). 13+469 p. O St. Louis, Herder $2.50 n.

Bank of the Manhattan Company
A collection of more than four hundred autographs of leading citizens of New York at the close of the eighteenth century; reproduced in facsimile from the signatures of the original subscribers to the capital stock of the Manhattan Company as signed by them in the original subscription book April 20 and 22, 1799; comemmorating the one hundred and twentieth anniversary of the company, 1799-1919. no paging F c. N Y, Bank of Manhattan Co. [131 Union Sq.] bds. (priv. pr.) (2000 copies) bxd.

Story having its setting in England and in Italy and dealing with psychic influences and their power over a young man's life.

Bexell, John Andrew
First lessons in business. 174 p. (8 p. bibl.) il. tabs. forms D (Lippincott's thrift text ser.) [c. '19] Phil., Lippincott 68 c. n.

Blades, Leslie Burton
Claire. 269 p. D [c. '19] N. Y., Doran $1.50
Story of a shipwreck on the shores of Chile.

Blaine, John
Boy scouts in England. il. D Akron, O., Saalfield 60 c.
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Boy scouts on a submarine. 235 p. il. D '18 Akron, O., Saalfield 60 c.
Boy scouts on the Western front. il. D Akron, O., Saalfield 60 c.
Boy scouts with Joffre. il. D Akron, O., Saalfield 60 c.

Blasco Ibáñez, Vicente
Luna Benamor; tr. from the original Spanish by Isaac Goldberg. 209 p. D c. Bost., Luce $1.25 n.
Love story of Gibraltar and six shorter stories of Valencia. *Contents:* Luna Benamor, a novel; The toad; Compassion; Luxury; Rabies; The windfall; The last lion.

Boak, Arthur E. R.
The master of the offices in the later Roman and Byzantine Empires. 10+160 p. O (Univ. of Michigan studies. Humanistic ser.) c. N. Y., Macmillan pap. $1

Bodmer, Rudolph J.
Book of wonders, giving plain and simple answers to the thousands of everyday questions on the wonders of nature and the wonders produced by man. New ed. 603 p. il. O '19 c. '14 Milwaukee, Trade supplied by C. N. Caspar Co. $2.50 n.

Booth, Evangeline Cory, and Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]
The war romance of the Salvation Army. 356 p. pls. pors. D [c. '19] Phil., Lippincott $1.50 n.
Story of the part taken by the Salvation Army in ministering to the soldiers during the recent war.

Boreham, Frank W.
Mountains in the mist; some Australian reveries. 285 p. D [n. d.] N. Y. and Cin., Abingdon Press $1.25 n.
Collection of essays.
Mushrooms on the moor. 280 p. D [n. d.] N. Y. and Cin., Abingdon Press $1.25 n.
Collection of essays.

Bower, Clifford O.
Practical shell forging and the plastic deformation of steel and its heat treatment. 22+279 p. figs. pls. O N. Y., Longmans $10.50 n.

Breeders' Gazette
Farm buildings; a compilation of plans for general farm barns, cattle barns, dairy barns, horse barns, sheep folds, swine pens, poultry houses, silos, feeding racks, farm gates, sheds, portable fences, concrete construction, handy devices, etc. New and enl. ed. 394 p. il. plans Q [c. '19] Chic., Breeder's Gazette $3
Earlier editions published by Sanders Publishing Company, Chicago.

Bridges, Robert Seymour
The necessity of poetry. 40 p. O '18 N. Y., Oxford Univ. pap. 90 c.

Browning, Robert
Selections from the poems and plays of Robert Browning; ed. for school use, by Myra Reynolds. Rev. ed. with helps to study. 448 p. S (Lake English classics) [c. '09-'19] Chic., Scott, Foresman 44 c.

Burke, Edmund
Speech on conciliation with America; with selections from other writings of Burke, speeches by Pitt and Fox, and extracts from Trevelyan, Lecky, and the Parliamentary history; ed. by C. H. Ward. Rev. ed. with helps to study. 319 p. S (Lake English classics) [c. '19] Chic., Scott, Foresman 48 c.

Burleson, David Sinclair
Practical English grammar. 5+310 p. D (National language ser.) [c. '19] Chattanooga, Tenn., National Bk. Co. 60 c. n.

Campbell, Joseph [Seosamh Mac Cathmhaoil]
The mountainy singer [verse]. 124 p. D c. Bost., Four Seas bds. $1.50 n.
First printed in Dublin in 1909.

Cannan, Gilbert
Everybody's husband; [a one-act play]. 35 p. D [n. d.] N. Y., Huebsch 75 c.

Carlyle, Thomas
Past and present; ed. by A. M. D. Hughes. 80+268 p. O '18 N. Y., Oxford Univ. $2 n.

Carrick, William de, pseud.
The King's coming; a story of the happy end; front. by J. E. Brown. 447 p. D N. Y., Sherwood Co. [40 John St.] $1.50 n.

Brooks, Sydney
The problem of British shipping. 14 p. O Wash., D. C., Gov. Pr. Off.

Brown, Rome G.
Industries and the state under socialism; address (3rd ed.) 21 p. O [Minneapolis, Brown & Guesmer, 1000 Metropolitan Life Bldg.] pap.

Burchard, Ernest Francis
Iron ore, pig iron and steel in 1917. 557-603 p. charts tabs. O (U. S. Geol. Survey. Mineral Resources of the U. S., 1917, pt. 1, no. 30) Wash., D. C., Gov. Pr. Off.

Present-day story of a young French woman who believes herself chosen of God to call people to repentance and of how she and her disciples fulfil their mission.

Chase, Mary Ellen
The girl from the Big Horn country; il. by R. Farrington Elwell. 320 p. pls. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap 75 c.

Cid Campeador
The lay of the cid; tr. into English verse by R. Selden Rose and Leonard Bacon. 14+130 p. O (Semicentennial pubs.) Berkeley, Cal., Univ. of Cal. pap. $1.35

Clarke, Isabel Constance
Whose name is legion. 350 p. O c. N. Y., Benziger $1.35 n.

Story opening in rural England but changing its scene to Algiers and depicting the conflict between Catholicity and spiritualism.

Cook, Melville Thurston
Applied economic botany. 261 p. il. O c. Phil., Lippincott $1.60 n.

Cooke, James Francis
Music masters old and new; a series of educational biographies of the greatest musicians from Bach and Handel to the present time; prepared for individual reading and self-study as well as for use in clubs and history classes. 82 p. il. pors. F c. '18 Phil., Theodore Presser Co., 1710 Chestnut St. pap. $1

Cooper, James Fenimore
The last of the Mohicans; a narrative of 1757; ed. for school use by Edwin Herbert Lewis. Rev. ed. with helps to study. 443 p. map S (Lake English classics) [c. '99-'19] Chic., Scott, Foresman 44 c.

Cornford, Leslie Cope
The British navy. 14+202 p. il. c. N. Y., Macmillan bds. $1.25 n.

Cougnard-Stoesser, Mme. E., and Merrill, Arthur G., eds.
Le monde français; pour les étudiants américains. v. 1-2. 32; 32 p. il. O [c. '19] Chic., Francis W. Parker School Press, 330 Webster Ave. pap. ea. 20 c.

Couling, Samuel
The encyclopedia Sinica. 8+633 p. Q '18 N. Y., Oxford Univ. $17.50 n.

Crafts, Wilbur Fisk
A primer of internationalism; with special reference to university debates. New ed. 96 p. O Wash., D. C., International Reform Bu., 206 Pennsylvania Ave., S. E. 50 c.; pap. 25 c.

Cunningham, William
The secret of progress. 12+179 p. D '18 [N. Y., Putnam] bds. $1.65 n.

Attempts to sketch the development of the spiritual consciousness in man.

Curwood, James Oliver
Baree, son of Kazan; il. by Frank B. Hoffman. 11+303 p. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap 75 c.

Dabney, Charles William
Fighting for a new world. 108 p. D [c. '19] N. Y. and Cin., Abingdon Press 75 c. n.

Series of constructive essays by the president of the University of Cincinnati.

Day, Holman Francis
Where your treasure is; being the personal narrative of Rose Sidney, diver. 460 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap 75 c.

Dickinson, Edward, comp.
The student's book of inspirations; with an introd. by [the compiler]. 23+134 p. D c. Bost., Houghton Mifflin bds. $1

Collection of quotations from well-known authors.

Dushkin, Alexander M.
Jewish education in New York City. 9+559 p. (13 p. bibl.) il. pls. fold. map tabs. (part fold.) forms O N. Y., Bu. of Jewish Educ., 114 Fifth Ave. pap. $3

England, George Allan
The alibi. 363 p. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap 75 c.

Fairchild, Leonard G.
Service shorthand; a brief course in Pitman phonography. 96 p. Tt [c. '18] Worcester, Mass., L. G. Fairchild Office School 50 c.

Fairfield, Howard Parker, and others
Blueprint reading; a practical manual of instruction in blueprint reading through the analysis of typical plates with reference to mechanical drawing conventions and methods, the laws of projection, etc. Blue print reading, by [first author]; Mechanical drawing, by Ervin Kenison and Edward B. Waite. 216+38 p. il. fold. blueprints diagrs. O c. Chic., Am. Technical Soc. $2

Christian Science Publishing Society
Lov og virke (Law and work); Kjærlighet opfylder loven (Love fulfills law); Kristelig videnskaps logik (The logic of Christian science); Uforstyrret (Undisturbed); Guds regulerende lov (God's law of adjustment); Myndighet (Authority); Artikler fra Kristelig videnskaps tidsskrifter (Articles republished from the Christian science periodicals). 39+39 p. S c. '19 Bost., Chrstian Science Pub. pap. 5c.

Condé, Cecelia S.
An empty shell. 14 p. S[c. '18] Bost., Four Seas. pap. 25 c.

Daniel, Thomas Cushing
No plutocratic peace but a democratic victory; Col. E. M. House shown to be the agent of plutocracy, representing the people of the United States in Europe. 40 p. O c. '19 Wash., D. C., Monetary Educational Bu. [Kellogg Bldg.] pap. 25 c.

Davidson, Pirie
A cestraciont spine from the Middle Triassic of Nevada. 433-435 p. figs. Q (Pubs. in geology v. 11, no. 4) Berkeley, Cal., Univ. of Cal., pap. 5 c.

Davis, Henry Edgar
Inability of the President; a monograph on what constitutes and who decides the inability of the President to serve. 15 p. O '18 Wash., D. C., Gov. Pr. Off.

Fishberg, Maurice
Pulmonary tuberculosis, 2d ed., rev. and enl.; il. with 100 engravings and 24 pls. il. (part col.) 744 p. diagrs. O Phil., Lea & F. $6.50

Flagg, Isaac
Hylethen; and other poems. 6+152 p. D c. Bost., Stratford Co. bds. $1.50

Flaubert, Gustave
Madame Bovary. 368 p. D (Lotus lib.) c. N. Y., Brentano's im. leath. $1.25 n.
Salammbo. D (Lotus lib.) c. N. Y., Brentano's im. leath. $1.25 n.

Flynn, Rev. Thomas
Sermons on our Blessed Lady "House of Gold." 13+340 p. front. O c. N. Y., Benziger $2 n.
Series of sermons built on the significance of Our Lady's festivals.

Forbes-Lindsay, Charles Harcourt Ainslie
"The Lindsay system" life insurance salesmanship; a complete course of instruction in personal and vocational efficiency. 118 p. 119-147 numb. l. forms Q [c. '18] [Los Angeles, Cal., Times Mirror Pr. and Binding Co.] $10

Foucher, Alfred
The beginnings of Buddhist art; and other essays in Indian and Central-Asian archaeology; rev. by the author and tr. by L. A. and F. W. Thomas; with a preface by the latter. 16+316 p. il. Q '18 N. Y., Oxford Univ. pap. $15.75 n.

Fox, John William, jr.
A Cumberland vendetta, a novel; [and] A mountain Europa. 191 p. pls. D (Popular copyrights) [c. '97-'60] N. Y., Grosset & Dunlap 75 c.

Free, Dora
An exercise book in beginning French. 53 p. D [c. '19] Chic., Atkinson, Mentzer & Co., 2210 S. Park Ave. pap. 30 c.
An exercise book in beginning Spanish. 60 p. D [c. '19] Chic., Atkinson, Mentzer pap. 30 c.

Galtrey, Capt. Albert Sidney [Hotspur, pseud.]
The horse and the war. 130 p. il. O Chic., Percheron Soc. of Am. $1.50 n.

Garvin, J. L.
The economic foundations of peace; or, World-partnership as the truer basis of the league of nations. 24+574 p. fold. tab. O N. Y., Macmillan $3.25 n.
Explains and illustrates the method of world-partnership as essential to an enduring peace.

Goldsmith, Elsie Borg, comp.
Opportunities for vocational training in New York. [New ed.] 99+178 p. D '18 N. Y., Committee for Vocational Scholarships, 265 Henry St. pap. 20 c.

Gottfredson, Peter, ed.
History of Indian depredations in Utah. 352 p. pls. pors. D [c. '19] [Salt Lake City, Utah, Skelton Pub., 45 Richard St. $2 n.

Groenings, Rev. James
The history of the passion of Our Lord Jesus Christ explained and applied to the Christian life. 4th rev. ed. 14+164 p. O St. Louis, Herder $1.25 n.

Haggard, Sir Henry Rider
When the world shook; being an account of the great adventures of Bastin, Bickley and Arbuthnot. 6+407 p. pls. col. front. D c. '18-'19 N. Y., Longmans $1.60 n.
Story of shipwreck on an island of the South Seas and of the wonderful adventures of the three survivors.

Henry, Cashley Arthur
Muscular resistance exercises; a treatise for the beginner as well as the most experienced athlete. 56 p. por. D [c. '19] Alexandria, La., Henry Institute of Physical Educ. im. leath. $1 n.

Herbine, Charlotte G., ed.
The meeting of the spheres; or, Letters from Doctor Coulter. [American ed.] 10+316 p. O c. N. Y., Brentano's $3 n.
Spiritualistic messages.

Hess, Dudley
"Going thru" with a golden spoon; an illustrated story of the 52nd brigade field artillery, American expeditionary forces. 64 p. il. por. O c. [N. Y., Dudley Hess, 720 W. 171st St.] $1
Humorous cartoons with explanatory remarks.

Hinton, Caroline Clark
Mothers o' men [verse]. 72 p. D c. N. Y., R. J. Shores Corp., 225 Fifth Ave. $1 n.

Holmes, Roy J., and Starbuck, A., comps. and eds.
War stories. 9+329 p. D [c. '19] N. Y., Crowell $1.25 n.
Collection of best short stories called forth by the recent war. Includes stories by Dana Burnet, Edna Ferber, Gouverneur Morris, George Palmer Putnam, Booth Tarkington and others.

Forbes, Stephen Alfred, and Richardson, Robert Earle
Some recent changes in Illinois River biology. 140-156 p. chart. tabs. Q (Ill. Dept of Registration and Education. Dif. of Natural Hist. Survey bull.) Urbana, Ill., Ill. State Laboratory oof Natural Hist. pap.

Guaranty Trust Company
Tax on personal incomes, state of New York. Chapter 627, laws of New York 119, approved, May 14, 1919. 43 p. D. [c. '19] N. Y., Guaranty Trust Co., of N. Y. pap. gratis.

Hodson, Moses Mitchell [Mose, the Miller, pseud.]
Dusty lyrics. 13+174 p. D [c. '19] Richmond, Ind., Nicholson Pr. & Mfg. Co. [26 N. 9th St.] $1.25

Hrbkova, Sárka B.
Bridging the Atlantic; a discussion of the problems of Americanization. 32 p. O c. '19 Lincoln, Neb., Neb. State Council of Defense, Woman's Committee pap. 25 c.
The Slavs of Austria-Hungary. 30 p. O (Publications of the Society for the Advancement of Slavonic study) c. '19 Lincoln, Neb., Univ. of Neb., Slavonic Dept. pap. 25 c.

Imperial Type Metal Company
Type metal explained. 53 p. il. D [c. '18] Cleveland, O., Imperial Type Metal Co., gratis.

Jiu jitsu; the effective Japanese mode of self-defense; il. by snapshots of **K. Koyama and A. Minami,** well known native experts. 77 p. S (Spalding's red cover ser. of athletic handbooks) [c. '19] N. Y., Am. Sports Pub. [45 Rose St.] pap 25 c.

Keathley, John R., M.D.
Medical book for the home on diseases and their remedies. 192 p. O [c. '19] [Little Rock, Ark., Parkin-Longley Co., 206 Louisiana St.] $6

La Guardia, Richard Dodge
A new English system for new American citizens; a text-book for the teaching of English and citizenship to coming and new American citizens. v. 1-2. 44; 73 p. il. pl. map O c. '19 Trenton, N. J., Y. M. C. A., Industrial and City-Wide Extension Dept. [129 E. State St.] pap. v. 1, 50 c.; v. 2, 75 c.
When completed will consist of a beginner's book and five parts.

Lavell, Cecil Fairfield
Reconstruction and national life. 10+193 p. D c. N. Y., Macmillan $1.60 n.
Emphasizes fact that reconstruction problems are essentially matters of national adjustment and that each nation should work out its own salvation in its own way. Author is associate professor of history Grinnell College.

Lilly, William
Individual and corporation mortgages. 9+137 p. D '18 Chic., Investment Bankers' Assn. of Am., 111 W. Monroe St. $1.10

Lindsay, Maud McKnight
The mermaid's message. il. Springfield, Mass., Milton Bradley Co., 49 Willow St. 75 c.

London, Jack
Before Adam; with numerous il. by Charles Livingston Bull. 7+242 p. front. D (Popular copyrights) [c. '06-07] N. Y., Grosset & Dunlap 75 c.
Tales of the fish patrol; with il. by George Varian. 243 p. pls. map D (Popular copyrights) c. '05 N. Y., Grosset & Dunlap 75 c.

McCulloch, James Edward, ed.
Democracy in earnest. Southern sociological congress, 1916-1918. 415 p. pors. O '18 Wash., D. C., Southern Sociological Congress $3 n.

McKean, Capt. G. B.
Scouting thrills; with foreword by Sir R. E. W. Turner. 7+235 p. D c. N. Y., Macmillan $1.25 n.
Account of the important work performed by scouts in the great war.

Mackinder, Halford John
Democratic ideals and reality; a study in the politics of reconstruction. 11+266 p. maps D c. N. Y., Holt $2 n.
Discussion of the geographical basis of a lasting world peace pointing out the necessity of considering physical geography and routes of trade. Index. Author was formerly director, London School of Economics and Finance.

Mahler, John
Lead Thou; the record of a spiritual journey. 7+70 p. D '18 [N. Y., Longmans] $1 n.

Mathes, Charles Hodge
Composition and grammar. 4+248 p. D (National language ser.) [c. '19] Chattanooga, Tenn., National Bk. Co. 54 c. n.

Merrill, Arthur G., and Meana, Juan A., eds.
El panorama; lecturas fáciles para estudiantes de Español. v. 1-4. ea. 32 p. il. maps O [c. '18-'19] Chic., Francis W. Parker School Press pap. ea. 20 c.

Merrill, William Augustus
Notes on the Silvae of Statius, bk. 2. 85—100 p. O (Pubs. in classical philology, v. 5, no. 5) Berkeley, Cal., Univ. of Cal. pap. 15 c.

Miller, Florette Truesdell
Hadassah, the star of the Persian court. 83 p. D c. Bost., Stratford Co. bds. $1.25
Story of Esther told in verse.

Miller, George Amos
Prowling about Panama; il. by Alice and A. W. Best. 254 p. O [c. '19] N. Y. and Cin., Abingdon Press $1.50 n.
Intimate sketches of the places, the people and the life of Panama.

Krull, Rev. Vigilius Herman
The Blessed Virgin Mary. 101 p. front il. D c. Collegeville, Ind., St. Joseph's Pr. pap. 25 c.

Leavy, Joseph B., comp. 4
Catalogue of the postage stamps and stamped envelopes of the United States and possessions, issued prior to January 1, 1919. 204 p. pls. O (U .S. National Museum bull. 105) Wash., D. C., Gov. Pr. Off.

Lenin, Nikolai [pseud. for Vladimir Ulyanoff]
A letter to American workingmen; from the Socialist Soviet Republic of Russia; reprinted from the *Class Struggle*, December 1918. 16 p. D N. Y., Socialist Publication Soc., 243 55th St. pap 5 c.
A new letter to the workers of Europe and America. 13 p. D Brooklyn, N. Y., Socialist Publication Soc. pap. 5 c.

Lesher, C. E.
Coke in 1916. 1079-1090 p. tabs. O (U. S. Geol. Survey, Mineral resources of the U. S., 1916, pt. 1) Wash., D. C., Gov. Pr. Off.
Fuel briquetting in 1918. 3 p. O (U. S. Geol. Survey, Mineral resources of the U. S., 1918, pt. 2, no. 1) Wash., D. C., Gov Pr. Off.

Luxemburg, Rosa
The crisis in the German social-democracy; (the "Junius" pamphlet). 128 por. D Brooklyn, N. Y., Socialist Publication Soc. pap. 25 c.

McDonald, Archibald Leete, M.D.
Essentials of surgery. 265 p. il. O Lippincott's nursing manuals) c. Phil., Lippincott $2 n.

Maher, Augustin F.
When Connecticut stopped the Hun; battle of Seicheprey, April 20-21, 1918, from the official story as told by Gen. Clarence R. Edwards, commander of the 26th (Yankee) division. 8 p. F [c. '19] [New Haven, Ct., S. Z. Field, 44 Crown St.] 50 c.

Martin, George Curtis
The Nenana coal field, Alaska. 541 p. fold maps tabs. O (U. S. Geol. Survey bull. 664) Wash., D. C., Gov. Pr. Off.

Metcalf, Maynard Mayo
The Salpidae collected by the U. S. fisheries steamer "Albatross" in Philippine waters during the years 1908 and 1909. 4 p. O (U. S. National Museum bull. 100, v. 2, pt. 1) Wash., D. C., Gov. Pr. Off.

Milton, John
Milton's Paradise lost, books 1-2; ed. for school use by Frank Edgar Farley. Rev. ed. with helps to study. 176 p. S (Lake English classics) [c. '98-'19] Chic., Scott, Foresman 32 c.

Moir, Henry, and others
Sources and characteristics of the principal mortality tables. 4+79 p. tabs. diagr. O (Acturial studies, no. 1) c. N. Y., Acturial Soc. of Am., 346 Broadway $1.50

Molesworth, Sir Guilford Lindsey
Democracy and war. 191 p. diagr. D N. Y., Spon & C. pap. 60 c. n.

Morgan, Frank Millett
Essentials of algebra and geometry; six lessons preparatory to the study of trigonometry. 58 p. diagrs. D c. N. Y., Assn. Press pap. 25 c.

Morgan, James
Theodore Roosevelt, the boy and the man. New ed. with new chapters. 11+350 p. pors. D (Popular copyrights) [c. '07-'19] N. Y., Grosset & Dunlap 75 c.

Northern (The) barrage, Mine force, United States Atlantic fleet, the North Sea, 1918; ed. by all hands. 127 p. il. pors. music Q Annapolis, Md., U. S. Naval Institute $3

Norton, Helen Rich
A textbook on retail selling. 11+283 p. pls. forms D [c. '19] Bost., Ginn $1.20
Author was formerly associate director of the Prince School of Education for Store Service.

O'Brien, Edward Joseph Harrington [Arthur Middleton, pseud.]
The forgotten threshold; a journal. 9+92 p. D [c. '19] N. Y., Dutton $1.25 n.
Diary of the mystical experiences of a young man.

Oyen, Henry i. e. Olaf Henry
Gaston Olaf. 294 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap 75 c.

Palgrave, Francis Turner, comp.
The golden treasury; selected from the best songs and lyrical poems in the English language, and arranged with notes. Rev. and enl. with additional poems. 483 p. T (Macmillan's pocket classics) N. Y., Macmillan 32 c. n.

Pohle, Joseph, D.D.
Christology; a dogmatic treatise on the incarnation; adapted and ed. by Arthur Preuss. 3d rev. ed. 6+311 p. O (Dogmatic theology, v. 4) St. Louis, Herder $1.50 n.

Powell, Lyman Pierson, and Curry, Charles M., eds.
The world and democracy; with introds. and notes. 18+553 p. maps D (Patriotism through literature) [c. '19] Chic., Rand, McNally $1.25

Rand School of Social Science, New York. Correspondence Department
The human element in economics; twelve lessons prepared by Scott Nearing. 57 p. Q [c. '19] N. Y., Rand School of Social Science pap. $3.50

Rath, E. J.
Too many crooks; front. by Paul Stahr. 294 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap 75 c.

Rathborne, St. George
Down the Amazon. D (Popular authors' ser.) Akron, O., Saalfield 25 c.
Down the Amazon. D (Work and play ser.) Akron, O., Saalfield 60 c.
Young castaways. D (Adventure ser.) Akron, O., Saalfield 60 c.
Young castaways. D (Popular authors' ser.) Akron, O., Saalfield 25 c.

Reynolds, Gertrude M. Robins [Mrs. Louis Baillie Reynolds]
The king's widow. 322 p. D [c. '19] N. Y., Doran $1.50 n.

Minnesota. Dept. of Education
School patriotism; hand book for teachers' patriotic league and little citizens league. 179 p. music diagr. O ['18] Minneapolis, Minn. Dept. of Educ. pap. 15 c.

Modern (The) hospital year book; a buyer's reference book of supplies and equipment for hospitals and allied institutions. 1919 ed. il. forms tabs F [c. '19] Chic., Modern Hospital Pub., 58 E. Washington St. gratis.

Morton, Lillian
Thrift cook book for the economical housewife; proven receipes of delicious foods helping to conserve wheat, sugar, beef and other expensive materials, and still supply attractive and healthful meals at home. 142 p. D c. Chic., Shrewesbury Pub. pap. 40 c. n.

Moss, C. R., and Grober, A. L.
Nabaloi songs. 187-206 p. Q (Pubs. in Am. archaeology and ethnology, v. 15, no. 2) Berkeley, Cal., Univ. of Cal. pap. 20 c.

Oberholser, Harry Church
The races of the Nicholas megapode, *Megapodius nicobariensis*. Blyth. 399-402 p. O Wash., D. C., Gov. Pr. Off.

Official basket ball guide for women; containing revised rules 1918-19. 72 p. il. plan S (Spalding's athletic lib.) c. '18, N. Y.

One hundred years—for what? 38 p. il. O c. Chic., National Office Socialist Party pap. 10 c.

Pick, Albert, & Company, Chicago
Employe betterment; a practical setting forth of the modern idea in rest rooms, cafeterias and industrial clubs. 28 p. O [c. '19] Chic., A. Pick & Co., 208 W. Randolph St. pap.

Pomeroy, John Norton
A treatise on equity jurisprudence, as administered in the United States of America; adapted for all the states, and to the union of legal and equitable remedies under the reformed procedure 4th ed., by John Norton Pomeroy, Jr. In 4 v. v. 3-4 1056; 1110 p. O San Francisco, Bancroft-Whitney; Rochester, N. Y., Lawyers Co-operative Pub. ea. $7.50

Price, M. Philips
The old order in Europe and the new order in Russia. 31 p. D [n. d.] Brooklyn, N. Y., Socialist Publication Soc. pap. 10 c.
The Soviet the terror and intervention. 23 p. D ['19] Brooklyn, N. Y., Socialist Publication Soc. pap. 10 c.

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An interesting exhibition of nineteenth century illustrated books has just been opened at the New York Public Library.

The Anderson Galleries closed the season for the sale of books with a collection from various consigns on May 21, 22 and 23. Prices continued good to the end. The season has been an active one and generally successful. Rarities have made many new high record prices.

An interesting collection of war posters is now on exhibition at the New York Public Library. The library officials have spared no pains in making the collection which has been gathered from all parts of the world. One poster is in the form of a proclamation in French from Belgium, issued by the Germans, giving orders to Belgian householders and stating that the German soldier guarding the street will put to death the hostages he holds if orders are not obeyed. Another gives orders for deportation. There are 600 posters on exhibition gathered from many countries. It includes none of the American posters which now number more than 1600.

Mention has already been made of the theft and destruction of books in Belgium and northern France by the German invaders. Lord Crewe, director of foreign affairs of England, in an appeal to the allied and friendly countries, for aid to Serbia says: "In order to open a way to the East our enemies decided to destroy Serbia utterly. They have more than three times decimated her people—one is dead for every two left living—and they have struck hard at her national soul by destroying all her libraries and breaking all her printing presses. Books from private houses have been collected and burnt. No devastation was ever more thoro than this wiping out of the intellectual inheritance of an heroic people." From the invaded portions of Italy are now coming similar reports of the stealing and devastation of literary treasures.

The active interest in early English literature in both England and America has been steadily growing for years. The many rarities that have come into American and English auction rooms this season have made this interest apparent. The high prices which they have brought are bringing new collections into the auction room and willing buyers are waiting for them. The last catalog of Maggs Brothers, of London, shows that the English rare book dealer is wide-awake. For instance, among the many notable items of early English drama are the first four folios of Shakespeare and "The True Chronicle History of King Leir," the foundation play for "King Lear." Only three copies of this foundation play are known—this the only perfect

RARE BOOKS, AUTOGRAPHS AND PRINTS

one. The other two are in the British Museum. It is cataloged for $14,250, which makes it clear that the English dealer is not disposed to break the market with low prices.

Selections from the private library of Theodore B. De Vinne of New York City, with additions, were sold at the auction rooms of Scott and O'Shaughnessy, Inc., 116 Nassau St., on May 22. The sale was an important one containing many rare items of Americana. Prices generally were good—in some cases high. Some items of special interest were Smith's "The American War, from 1775 to 1783, with plans," 8vo, calf, New York, 1797, which brought $75; Beverly's "History and Present State of Virginia," with plates by Gribelin, small 8vo, levant, London, 1705, original edition, $65; Cabeca de Vaca's "La Relacion Y Commentarios," small quarto, levant, Valladolid, 1555, the earliest relation of Florida and in black letter, $351; Vander Donck's "New Netherlands" containing the very rare view of New York City as it appeared in 1630, small quarto levant, Amsterdam, 1655, first edition, $675; William Hubbard's Election Sermon of May 3, 1676, small quarto, morocco by Bedford, Boston 1676, one of the earliest issues from the press of Boston, $175; Hubbard's "Narrative of the Troubles with the Indians in New England" small quarto, levant, Boston, 1677, first edition, $400; the rare original edition of the first of the Eliot Indian Tracts, which also contains the first printed account of Harvard College, London, 1643, $405; Thomas Shepard's "The Clear Sunshine of the Gospel breaking forth upon the Indians in New England," small quarto, morocco, London, 1648, the third of the Eliot tracts, $245; Henry Whitfield's "Farther discovery of the Indians in New England," small quarto, London, 1651, first edition, $220; Whitfield's "Strength out of weakness or a Glorious manifestation of the Further Progress of the Gospel amongst the Indians in New England," small quarto, roan, London, 1652, $370; "The Minutes of a Treaty held at Easton, in Pennsylvania, in October, 1758, small folio, sewn, uncut, Woodbridge, N. J., 1758, second edition, one of only two known copies, $1010; The Constitution of the State of Missouri, 12mo, wrapper, St. Louis, 1820, original edition, $125; James Ralph's "The Fashionable Lady, in Harlequin's Opera," small 8vo, sewn, London, 1730, the original edition of the first play written by an American, $165; A. L. S. of George Washington, addressed to Lund Washington and dated at Middlebrook, N. J., December, 17th, 1778, ten pages quarto, relating to transactions in land around Mount Vernon, $510; another A. L. S. of Washington, 4 pages quarto, Mount Vernon, October 22, 1798, $220. There were many other items of great rarity. The interest in choice and rare items of Americana is steadily growing and prices are advancing. This season has made many new high record prices.

The sale of books thru the London auction houses continues active and prices, especially for rarities, high. The end of the season is not yet in sight and will close late and that of 1919-1920 will begin early—the intermission between the two seasons being very short. Many valuable collections are already announced for dispersal during the coming season.

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INDEX TO ADVERTISERS

	PAGE
American News Co., Inc.	1571
Baker's Great Book Shop	1557
Bobbs-Merrill Co.	1535
Bond, David H.	1557
Book Manufacturing	1559
Books for Sale	1568
Books Wanted	1561
Business for Sale	1569
Business Opportunities	1569
Cazenove, C. D. & Son	1557
Classified Advertising	1559-69
The Gorham Press	1570
Great Aim Society	1569
Help Wanted	1568
Holt, Henry & Co.	1572
Jordan & Co.	1563
Languages Publishing Co.	1569
Libbie, C. F. & Co.	1557
The Macmillan Co.	1536
The Publishers' Weekly	1569
Putnam's, G .P. Sons	1533-70
Reilly & Lee Co.	1534
Remainders	1569
Scientific American Pub. Co.	1570
Situations Wanted	1568
Stewart & Kidd Co.	1561-62
Special Notice	1568
Tapley, J. F. Co.	1569
Wycil & Co.	1558

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Stieglitz, Picturesque Bits of New York, 1897.

H. L. Kilner & Co., 824 Arch St., Philadelphia
That Girl of Mine, M. F. Egan, 2 copies.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.
Barzini, Pekin to Paris.
Parabellum, Banzai, 3 copies.
Bulwer, Lytton Pocket edition.
Pop. Mechanics Shop Notes, 1907, 1910, 1915.
Amateur Mechanis, no. 4.

Coral Lambert, 1230 North Berendo St., Los Angeles, Cal. [Cash.]
Riders of Many Lands, T. A. Dodge, illustrated by F. Remington, Harper, 1896.
Any Items on Spain, Calvert.
Social England, 6 parts, complete, revised edition by Traill & Mann, Putman.
The American Flag, supplementary vol., Sixth annual report, State of New York Educational Department.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
Steps to Christ, Mrs. E. G. White, Revell, 1899.

Lemcke & Buechner, 32 East 20th St., New York
Dewey, Decimal Classification, 9th edition.
Clifford, Common Sense of Exact Sciences, 1885.
Houston & Kennedy, Interpretation of Mathews, Formulae.

Lester Book & Stationery Co., 70 North Broad St., Atlanta, Ga.
Renwick's Marble and Marble Workers.
History of the U. S., A. H. Stephens.

Library of Congress, Order Division, Washington, D. C.
Mitchell, William Bell, History of Stearns County, Minn., Chicago, H. C. Cooper, Jr. & Co., 1915.

N. Liebschutz, 226 West Jefferson St., Louisville, Ky.
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U. S. Naval Medical Bulletin, pub. for the information of the Medical Dept. of the Service, Oct., 1918; also vol. XII, no. 4.

Edward S. Morton, 885 West End Ave., New York

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Lowell, Transfers of Stock in Private Corporations, Boston, 1884.
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Mayflower Descendant, vols. 6-14.
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Kirkman, English Grammar, 6th ed., Cincin., 1828.
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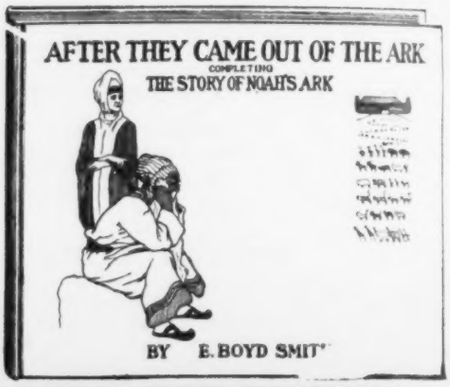

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